

Instructions: Use this worksheet to assess your readiness for selling your practice. For each question, select the box that best describes your situation.

Emotional Readiness	Select
I feel confident I'm ready to let go of the ownership and day-to-day role.	
My family, partners, or close advisors support my decision to sell.	
I've considered how I'll spend my time after the sale.	
Financial Readiness	
I've had a professional valuation of my practice.	
I've met with a financial advisor to plan my post-sale income and retirement.	
I've consulted with a tax CPA to understand the tax implications of a sale.	
I know the minimum sale price I need to meet my long-term financial goals.	
Operational Readiness	
My revenue is trending upward or stable.	
My profitability (EBITDA) is in a healthy range.	
My accounting is clean, consistent, and easy to understand.	
My management team and operations can run smoothly without me.	
Strategic Readiness	
I've considered current market conditions and timing for a sale.	
I've thought about my ancillary goals (e.g., keeping the practice name, preserving culture, maintaining care standards).	
I know the type of buyer I prefer (corporate, joint venture).	
I've written down my top goals and dealbreakers for the sale.	
Grand Total:	

Readiness Ranges

Score: 45-57 (Highly Ready): Congratulations! You're in a strong position to sell your practice. Contact 360 Vet Sales to finalize your goals and start the process for a smooth, profitable sale.

Score: 25-44 (Moderately Ready): You're on the right track, but you are probably leaving some value on the table. Schedule a consultation with 360 Vet Sales to identify opportunities and create a plan to maximize your practice's value.

Score: Below 25 (Needs Preparation): It's important to address key readiness factors before selling. Reach out to 360 Vet Sales for a courtesy assessment and personalized guidance to help you get on track for a successful sale.

Whether you're ready to sell now or just starting to think about it, these tips will help you prepare for a smoother, more profitable exit.

Want a personalized assessment of your practice?

Contact 360 Vet Sales for a one-on-one consultation at info@360VetSales.com or visit us at <https://360vetsales.com>.